

Message Text

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PAGE 01 LOME 00881 222028Z

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ACTION AF-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 EB-07 CIAE-00 INR-07

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FM AMEMBASSY LOME

TO SECSTATE WASHDC 529

INFO AMEMBASSY ACCRA

AMEMBASSY PARIS

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USDOC FOR SANDS, MEPD

E.O. 11652: N/A

TAGS: BEXP, BPRO, EIND, TO

SUBJECT: TOGOLESE FERTILIZER PROJECT

REF: (A) LOME 0024 (NOTAL), (B) 75 LOME 2797 (NOTAL),

1. EMBOFFS HAVE DISCUSSED PROPOSED PHOSPHORIC ACID FERTILIZER PLANT PROJECT WITH SEVERAL GOT OFFICIALS OVER PAST WEEKS AND HAVE LEARNED FOLLOWING: (A) GOT DROPPED COFRAL (REF B) FROM COMPETITION FOR UNKNOWN REASONS; (B) PRESENTLY FRENCH COMPANY BATIGNOLLES AND BELGIAN COMPANY SYBETRA (FULL NAMES AND ADDRESSES PROVIDED BELOW) ARE ONLY TWO FIRMS BEING CONSIDERED BY GOT TO CONSTRUCT 1000 TON/DAY PROJECT. (C) BOTH BATIGNOLLES AND SYBETRA HAVE SUBMITTED PROPOSALS TO GOT WHICH INDEPENDENT CONSULTING FIRM (COCEI, PEC ENGINEERING-CONSULTAS) HAS EVALUATED. GOT HAS SENT EVALUATION RESULTS TO BOTH FIRMS WITH REQUEST THEY SUBMIT FINAL PROJECT PROPOSALS AND COSTS BY END APRIL. GOT OFFICIALS CLAIM SELECTION AND CONTRACT AWARD WILL THEN BE MADE. (D) GOT HOPING FOR MULTINATIONAL EQUITY PARTICIPATION (A LA CIMAO) IN SOON-TO-BE-FORMED "SOCIETE TOGOLAIS D'ENGRAIS" (STE). ONE LOCAL OFFICIAL SAID LYBYANS WILL BUY INTO PROPOSED

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\$150 MILLION PROJECT TO TUNE OF 40 0/0. OTHERS HAVE SAID GOT

WOULD WELCOME GHANAIAAN AND OTHER COUNTRY PARTICIPATION.

(E) AT LEAST TWO GOT OFFICIALS HAVE EXPRESSED BELIEF PROJECT TOO COSTLY FOR EITHER BATIGNOLLES OR SYBETRA TO HANDLE ALONE AND WAY THEREFORE OPEN FOR OTHERS TO PARTICIPATE. EMBOFF ASKED ONE GOT OFFICIAL IF TOGO WOULD STILL CONSIDER DPG PARTICIPATION (REFTELS); REPLY WAS "PERHAPS AT FUTURE POINT." EMBOFF ASKED MINISTER PUBLIC WORKS MIVENDOR IF HE OR OTHERS WISHED SPEAK TO DPG REP AT THIS TIME. MINISTER'S REPLY WAS NEGATIVE BUT HE DID NOT CLOSE DOOR TO POSSIBLE FUTURE DISCUSSIONS.

2. EMBASSY DOES NOT BELIEVE THERE ANY IMMEDIATE POSSIBILITY OF DPG OR OTHER AMERICAN PARTICIPATION IN THIS PROJECT, DESPITE GOT'S AWARENESS OF CONTINUED US INTEREST. ASSUMING ONE OR BOTH EUROPEAN CONSTRUCTION FIRMS PROVIDE TIMELY AND SATISFACTORY REPLY TO RECOMMENDATIONS BY PROJECT EVALUATION FIRM, WE CONFIDENT AWARDING OF CONTRACT BY GOT IMMINENT. ON OTHER HAND, WE BELIEVE DPG AND/OR OTHERS CAN STILL GET IN ON FINANCING, EQUIPMENT SALES AND OTHER ASPECTS OF PROJECT.

3. EMBASSY RECOMMENDS DPG AND OTHER INTEREST US FIRMS MAKE CONTACT WITH ALL OF FOLLOWING:

SPIE BATIGNOLLES
TOUR ANJOU
33, QUAI NATIONAL
92806 PUTEAUX, FRANCE

SOCIETE GENERALE DE BELGIQUE SYBETRA, S.A.
13, RUE BREDERODE
1000 BRUSSELS, BELGIUM

COCEI, PEC ENGINEERING - CONSULTAS
44 AVENUE DE CHATOU
92504 RUCIL MALMAISON
FRANCE.
RAWLS

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Message Attributes

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